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The University of Montana

NEWS RELEASE

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Sept. 3, 1996

MONTANA BUSINESS CONNECTIONS OFFERS PROPOSAL-WRITING WORKSHOP

MISSOULA --

A unique workshop designed to help Montana companies receive grants from the Small Business Innovation Research and Small Business Technology Transfer programs will be held Wednesday and Thursday, Sept. 18-19, in Bozeman.

The workshop will examine proposal writing for the grant programs, which support innovative research and development by the nation's small businesses. The sessions, held at Bozeman's Comfort Inn, are sponsored by Montana Business Connections: The Entrepreneurship Center, Los Alamos National Laboratory and Greenwood Consulting Group, Inc., which has trained hundreds of SBIR/STTR companies since the mid-1980s.

Because of the national laboratory's support, cost of the workshop is \$40 per day or \$60 for both days. Space is limited to 35 participants.

Each year, 10 federal agencies publish research topics of interest, and small businesses with expertise in those areas are invited to submit proposals to demonstrate the viability of their research or bring a product to the marketplace, said John Balsam, Montana Business Connections' regional director at The University of Montana—Missoula.

During the past two years, Montana companies have garnered almost \$4 million from SBIR and STTR. Awards most often are used to pursue technologies, but nontechnological products are also eligible.

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"Some Montana companies have encountered substantial success through SBIR and STTR," Balsam said. "Many more firms are well qualified to participate, but a frequent stumbling block has been the task of preparing a competitive proposal. The workshop is intended to take the mystery out of developing good proposals and should lead to more high-quality proposals being submitted by Montana companies."

To register, call (406) 243-4009 or send a check or money order to: Montana Business Connections, Gallagher Business Building, Suite 257, The University of Montana, Missoula, MT, 59812.

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Contact: John Balsam, (406) 243-4009.

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